

Golf Committee Meeting

OCTOBER

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- Minutes Approval
 - Fiscal Year 2023 Review
 - Independent Contractor – FT Teacher
 - Kitchen Staffing
 - Gateway Parks Proposal
 - Simulator Expansion
 - Native Grass/Neighbor Discussion
 - Adjourn
-

NORTH SALT LAKE CITY
REVENUES AND EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 12 MONTHS ENDING JUNE 30, 2023

#55 GOLF COURSE FUND

	PRIOR YTD	PERIOD ACTUAL	YTD ACTUAL	BUDGET	UNEXPENDED	PCNT
GOLF COURSE REVENUE						
55-5500-34200 FEES GREEN	1,009,077.97	.00	990,517.05	922,500.00	(68,017.05)	107.4
55-5500-34201 FEES DRIVING RANGE	107,070.58	.00	121,907.44	110,000.00	(11,907.44)	110.8
55-5500-34202 TOURNAMENT FEE	.00	.00	.00	20,000.00	20,000.00	.0
55-5500-34203 PUNCH PASSES	3,693.21	.00	20,448.73	20,000.00	(448.73)	102.2
55-5500-34205 FEEG - EVENTG	(183.52)	.00	.00	65,000.00	65,000.00	.0
TOTAL GOLF COURSE REVENUE	1,119,658.24	.00	1,132,873.22	1,137,500.00	4,626.78	99.8
GOLF COURSE RENTAL						
55-5501-34402 CONCESSIONS - CATERING	20,042.69	.00	40,643.19	.00	(40,643.19)	.0
55-5501-34406 PRO SHOP SALES	310,698.26	.00	313,271.77	325,000.00	11,728.23	96.4
55-5501-34407 LESSONS	8,385.00	.00	8,009.00	.00	(8,009.00)	.0
55-5501-34408 CONCESSIONS - PRO SHOP	.00	.00	12,801.77	100,000.00	87,198.23	12.8
55-5501-34409 CONCESSIONS - GRILL	17,353.62	.00	112,965.75	125,000.00	12,034.25	90.4
55-5501-34600 RENTS AND LEASES EQUIPMENT	5,065.00	.00	14,713.45	.00	(14,713.45)	.0
55-5501-34601 RENTS - SIMULATORS	.00	.00	33,666.00	60,000.00	26,334.00	56.1
55-5501-34602 RENTS AND LEASES CARTS	481,962.86	.00	496,106.50	450,000.00	(46,106.50)	110.3
55-5501-34603 RENTS AND LEASES BANQUET	41,345.00	(20,280.00)	123,990.58	100,000.00	(23,990.58)	124.0
55-5501-34604 RENTS & LEASES CLUBHOUSE COM	16,881.32	.00	16,600.00	25,000.00	6,400.00	74.4
55-5501-34605 RENTS & LEASES MOBILE TOWERS	52,470.19	.00	52,470.19	70,000.00	17,529.81	75.0
55-5501-36000 MISCELLANEOUS	1,229.48	.00	5,605.64	.00	(5,605.64)	.0
TOTAL GOLF COURSE RENTAL	955,433.42	(20,280.00)	1,232,843.84	1,255,000.00	22,156.16	98.2
GOLF COURSE NON OPERATING						
55-5502-36100 INTEREST EARNINGS	.00	.00	3,207.70	.00	(3,207.70)	.0
55-5502-36101 INTEREST EARNINGS RESTRICTED	7,901.12	.00	19,195.46	(2,000.00)	(21,195.46)	959.8
55-5502-37200 PROCEEDS FROM BORROWING	4,334,088.92	.00	.00	100,000.00	100,000.00	.0
55-5502-37300 GAIN ON DISPOSAL OF CAP ASSET	3,643.60	.00	284,000.00	236,000.00	(48,000.00)	120.3
55-5502-37400 INSURANCE RECOVERY	138.37	.00	.00	.00	.00	.0
55-5502-37990 FUND BALANCE - USE OF	.00	.00	.00	2,925,180.96	2,925,180.96	.0
TOTAL GOLF COURSE NON OPERATING	4,345,772.01	.00	306,403.16	3,259,180.96	2,952,777.80	9.4
TOTAL FUND REVENUE	6,420,863.67	(20,280.00)	2,672,120.22	5,651,680.96	2,979,560.74	47.3

NORTH SALT LAKE CITY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 12 MONTHS ENDING JUNE 30, 2023

#55 GOLF COURSE FUND

	PRIOR YTD	PERIOD ACTUAL	YTD ACTUAL	BUDGET	UNEXPENDED	PCNT
GOLF COURSE CLUBHOUSE OPERAT						
55-5584-40120 DEPRECIATION	253,103.08	224,441.29	224,441.29	.00	(224,441.29)	.0
55-5584-40570 COST OF SALES	230,922.79	2,145.99	285,426.72	280,000.00	14,573.28	94.8
55-5584-41101 WAGE REGULAR EMPLOYEES	274,084.24	.00	308,293.81	271,000.00	(37,293.81)	113.8
55-5584-41102 TEMPORARY EMPLOYEES	65,463.28	.00	100,978.27	95,000.00	(5,978.27)	106.3
55-5584-41103 OVERTIME	669.57	.00	84.38	2,500.00	2,415.62	3.4
55-5584-41105 PENSION EXPENSE	(178,097.84)	.00	.00	.00	.00	.0
55-5584-41200 EMPLOYEE BENEFITS	140,329.07	13,710.00	182,180.26	156,000.00	(26,180.26)	116.8
55-5584-41201 EMPLOYEE ALLOWANCES	12,000.04	.00	14,224.55	11,960.00	(2,264.55)	118.9
55-5584-42000 GENERAL & CONTRACTED SERVICES	24,404.39	3,493.97	24,563.93	190,000.00	165,436.07	12.9
55-5584-42110 BANK CHARGES	54,988.46	.00	69,687.45	45,000.00	(24,687.45)	154.9
55-5584-42202 GROUNDS CARE	15,900.00	777.83	15,692.54	23,000.00	7,307.46	68.2
55-5584-42300 INSURANCE - RISK MANAGEMENT	18,659.91	.00	32,688.10	28,000.00	(4,688.10)	116.7
55-5584-42400 ADVERTISING AND PUBLIC NOTICES	34,681.39	5,728.07	40,970.10	35,000.00	(5,970.10)	117.1
55-5584-42900 TRAVEL, EDUCATION AND TRAINING	2,671.00	.00	2,940.47	2,000.00	(940.47)	147.0
55-5584-43100 WATER AND SEWERAGE	12,473.77	.00	2,973.72	4,500.00	1,526.28	66.1
55-5584-43200 NATURAL GAS	6,138.88	436.70	10,233.94	6,500.00	(3,733.94)	157.5
55-5584-43300 ELECTRICITY	3,378.38	2,721.88	10,102.51	16,000.00	5,897.49	63.1
55-5584-43400 TELECOMMUNICATION	5,114.46	.00	6,454.56	6,500.00	45.44	99.3
55-5584-45100 OFFICE SUPPLIES	3739.95	.00	8,873.31	6,000.00	(2,873.31)	147.9
55-5584-45200 OPERATING SUPPLIES	25,300.19	2,410.86	51,430.20	60,000.00	8,569.80	85.7
55-5584-45205 EVENTS CNTR OPERATING SUPPLIES	.00	.00	10,201.58	10,000.00	(201.58)	102.0
55-5584-45211 INDIRECT COST ALLOCATION	50,900.10	.00	53,400.00	53,300.00	(100.00)	100.2
55-5584-45400 BOOKS, PUBLICATIONS AND SUBSCR	496.00	.00	.00	1,000.00	1,000.00	.0
55-5584-45600 REPAIR AND MAINTENANCE	1,977.05	.00	.00	.00	.00	.0
55-5584-49011 FLEET FUEL CHARGES	20,180.46	.00	12,600.29	20,000.00	7,399.71	63.0
55-5584-49012 FLEET REPAIR & MAINTENANCE	6,613.13	.00	3,155.55	3,000.00	(155.55)	105.2
TOTAL GOLF COURSE CLUBHOUSE O	1,082,731.75	255,866.59	1,451,597.53	1,326,260.00	(125,337.53)	109.5
GOLF COURSE GREENS OPERATING						
55-5585-41101 WAGE REGULAR EMPLOYEES	196,239.12	.00	251,064.84	269,000.00	17,935.16	93.3
55-5585-41102 TEMPORARY EMPLOYEES	38,493.46	.00	62,931.92	70,000.00	7,068.08	89.9
55-5585-41103 OVERTIME	1,767.24	.00	165.38	500.00	334.62	33.1
55-5585-41200 EMPLOYEE BENEFITS	92,926.46	15,900.00	165,315.79	156,000.00	(9,315.79)	106.0
55-5585-41201 EMPLOYEE ALLOWANCES	.00	.00	.00	1,000.00	1,000.00	.0
55-5585-42000 GENERAL & CONTRACTED SERVICES	177,504.50	145.00	2,110.00	5,000.00	2,890.00	42.2
55-5585-42120 RENTAL OF EQUIPMENT & VEHICLES	660.00	.00	690.00	1,000.00	310.00	69.0
55-5585-42900 TRAVEL, EDUCATION AND TRAINING	989.48	.00	447.00	1,000.00	553.00	44.7
55-5585-43100 WATER AND SEWERAGE	75,620.61	.00	69,828.88	118,800.00	48,971.12	58.8
55-5585-43200 NATURAL GAS	2,029.69	27.74	2,321.39	2,000.00	(321.39)	116.1
55-5585-43300 ELECTRICITY	13,349.42	4,591.83	15,890.20	25,000.00	9,109.80	63.6
55-5585-43400 TELECOMMUNICATION	2,357.35	.00	2,995.41	2,500.00	(495.41)	119.8
55-5585-45100 OFFICE SUPPLIES	12.10	.00	120.01	500.00	379.99	24.0
55-5585-45200 OPERATING SUPPLIES	80,489.82	9,647.66	95,384.14	95,000.00	(384.14)	100.4
55-5585-45400 BOOKS, PUBLICATIONS & SUBSCRIP	940.00	.00	1,212.00	1,000.00	(212.00)	121.2
55-5585-49011 FLEET FUEL CHARGES	17,954.43	269.80	21,985.96	25,000.00	3,014.04	87.9
55-5585-49012 FLEET REPAIR & MAINTENANCE	9,615.11	.00	9,800.89	20,000.00	10,199.11	49.0
55-5585-49013 FLEET PARTS AND SUPPLIES	.00	177.70	8,974.79	.00	(8,974.79)	.0
55-5585-58177 TREES	.00	.00	.00	5,000.00	5,000.00	.0
TOTAL GOLF COURSE GREENS OPER	710,949.89	30,959.73	711,238.60	798,300.00	87,061.40	89.1

NORTH SALT LAKE CITY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 12 MONTHS ENDING JUNE 30, 2023

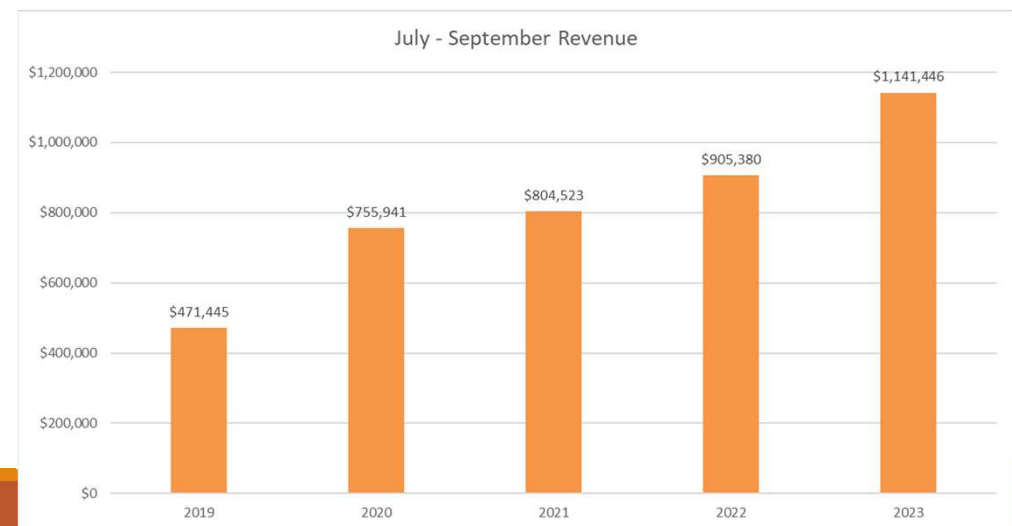
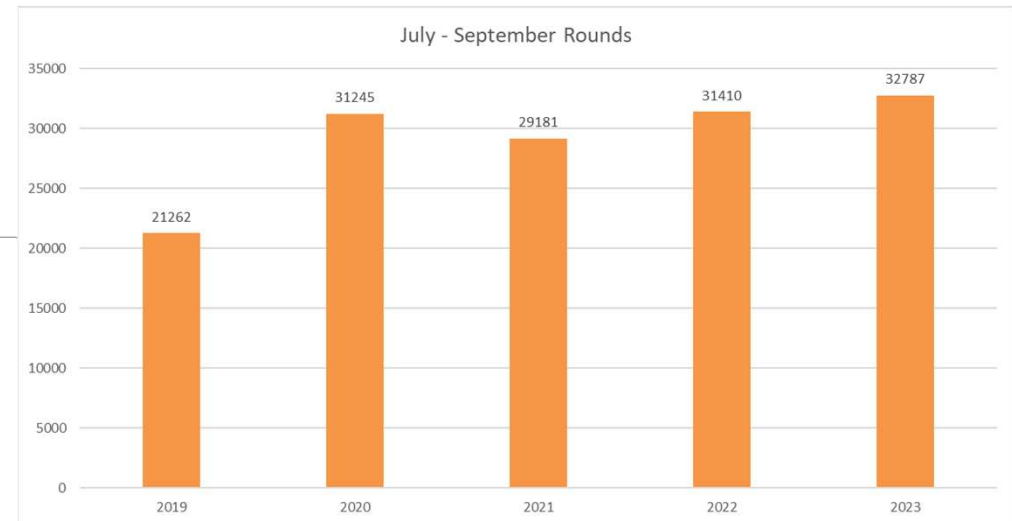
#55 GOLF COURSE FUND

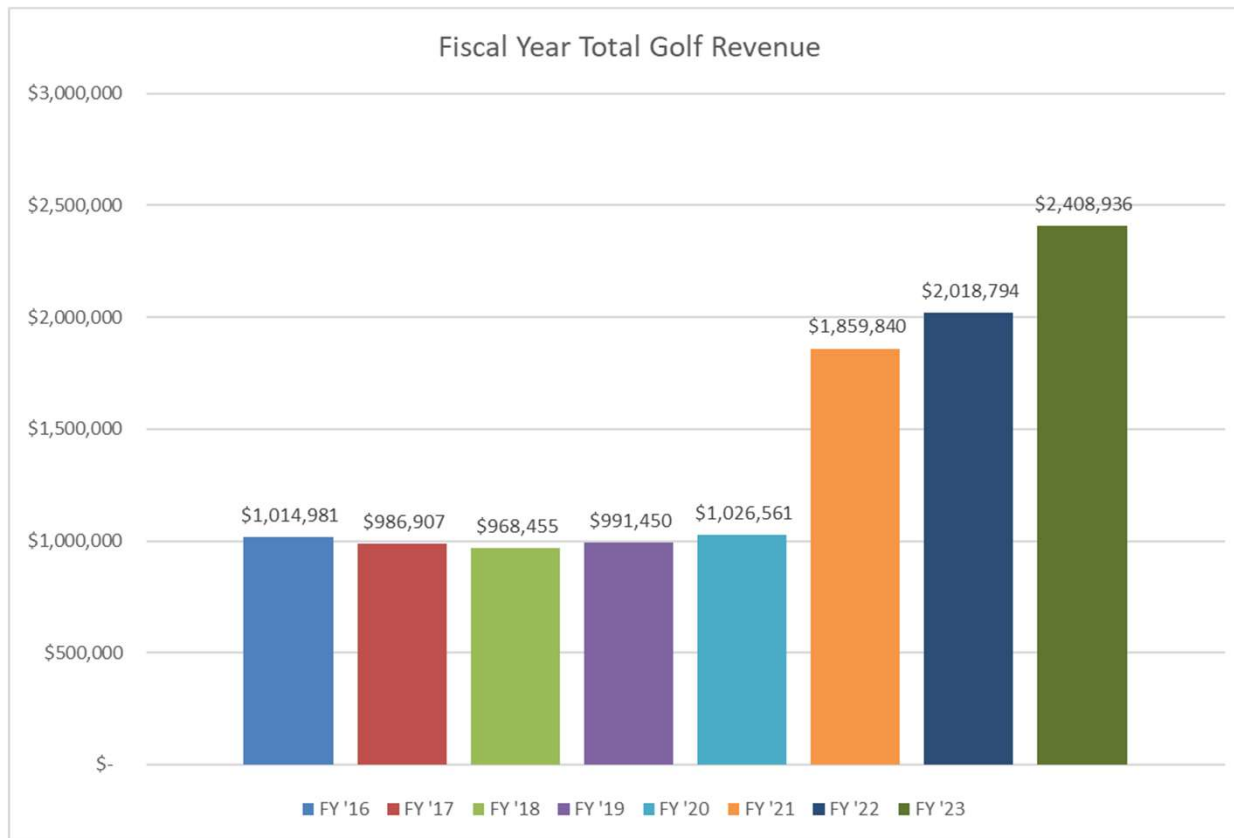
	PRIOR YTD	PERIOD ACTUAL	YTD ACTUAL	BUDGET	UNEXPENDED	PCNT
<u>GOLF COURSE CAFE OPERATING</u>						
55-5586-40570 COST OF SALES	.00	17,591.17	83,596.02	60,000.00	(23,596.02)	139.3
55-5586-41101 WAGE REGULAR EMPLOYEES	.00	.00	34,945.93	30,000.00	(4,945.93)	116.5
55-5586-41102 TEMPORARY EMPLOYEES	.00	.00	48,860.50	20,000.00	(28,860.50)	234.3
55-5586-41103 OVERTIME	.00	.00	558.04	500.00	(58.04)	111.6
55-5586-41200 EMPLOYEE BENEFITS	.00	3,230.00	25,165.32	2,000.00	(23,165.32)	1256.3
55-5586-42400 ADVERTISING AND PUBLIC NOTICES	.00	.00	1,315.02	5,000.00	(3,684.98)	26.3
55-5586-43400 TELECOMMUNICATION	.00	.00	210.00	.00	(210.00)	.0
55-5586-45200 OPERATING SUPPLIES	.00	847.00	24,993.48	25,000.00	6.52	100.0
TOTAL GOLF COURSE CAFE OPERATI	.00	21,668.17	217,644.31	142,500.00	(75,144.31)	152.7
<u>GOLF COURSE EV CNTR OPERATING</u>						
55-5587-44240 ADVERTISING AND PUBLIC NOTICES	.00	53.52	1,142.02	.00	(1,142.02)	.0
55-5587-45205 EVENTS CNTR OPERATING SUPPLIES	.00	203.92	311.89	.00	(311.89)	.0
TOTAL GOLF COURSE EV CNTR OPE	.00	257.44	1,453.91	.00	(1,453.91)	.0
<u>GOLF COURSE NON OPERATING</u>						
55-5588-47011 PRINCIPAL	125,000.00	.00	100,000.00	100,000.00	.00	100.0
55-5588-47012 INTEREST	66,896.50	(3,136.30)	93,401.20	100,300.00	6,898.80	93.1
55-5588-47013 FEES	83,293.52	.00	.00	.00	.00	.0
55-5588-47016 LEASE PAYMENT	54,185.90	.00	.00	28,500.00	28,500.00	.0
55-5588-47017 LEASE PAYMENT - OPERATING	.00	.00	.00	9,116.00	9,116.00	.0
55-5588-48200 BUILDINGS - CLUB HOUSE	437,612.44	4,046.35	166,551.36	2,609,104.96	2,442,553.60	6.4
55-5588-48201 BUILDINGS - CONTRACTOR	901,688.55	.00	1,687,653.26	.00	(1,687,653.26)	.0
55-5588-48202 BUILDINGS - TURF CENTER	44,967.89	.00	22,673.00	.00	(22,673.00)	.0
55-5588-48400 CONSTRUCTION - GROUNDS IMPROV	328,567.58	.00	4,036.75	.00	(4,036.75)	.0
55-5588-48401 CONSTRUCTION - IRRIGATION	93,533.90	.00	550.77	.00	(550.77)	.0
55-5588-48500 MACHINERY & EQUIPMENT CAPITAL	126,450.38	.00	507,347.04	537,600.00	30,252.96	94.4
55-5588-50000 CLOSE DEBT	4,154,903.02	(100,000.00)	(100,000.00)	.00	100,000.00	.0
55-5588-50001 CLOSE ASSET	(1,933,253.74)	(2,389,674.69)	(2,389,674.69)	.00	2,389,674.69	.0
TOTAL GOLF COURSE NON OPERATI	4,485,845.94	(2,488,764.64)	92,538.69	3,384,620.96	3,292,082.27	2.7
TOTAL FUND EXPENDITURES	6,279,527.58	(2,180,012.71)	2,474,473.04	5,651,680.96	3,177,207.92	43.8
NET REVENUE OVER EXPENDITURES	141,336.09	2,159,732.71	197,647.18	.00	(197,647.18)	.0

July - Sept Revenue

Key Figures:

- Green Fees – \$565,436 (Projected - \$1,150,888)
 - Cart Fees - \$277,343 (Projected - \$564,166)
 - Driving Range - \$58,517 (Projected – \$132,791)
 - Merchandise - \$165,873 (Projected - \$355,869)
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- FY '23 July thru September = \$905,380
 - FY '24 July thru September = \$1,378,799
 - (\$324,093 in Event Center/F&B)





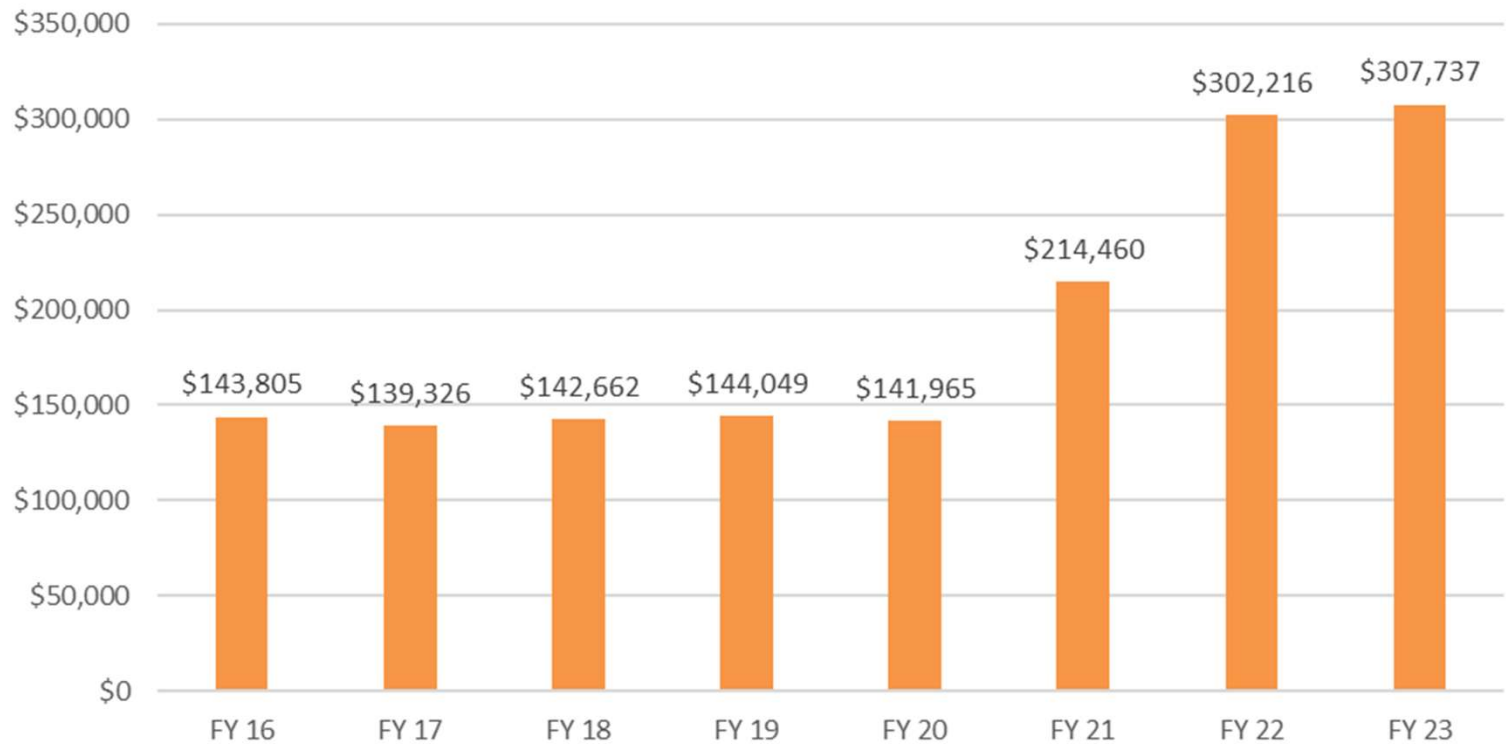
19.33% Increase in Revenue compared to previous year.

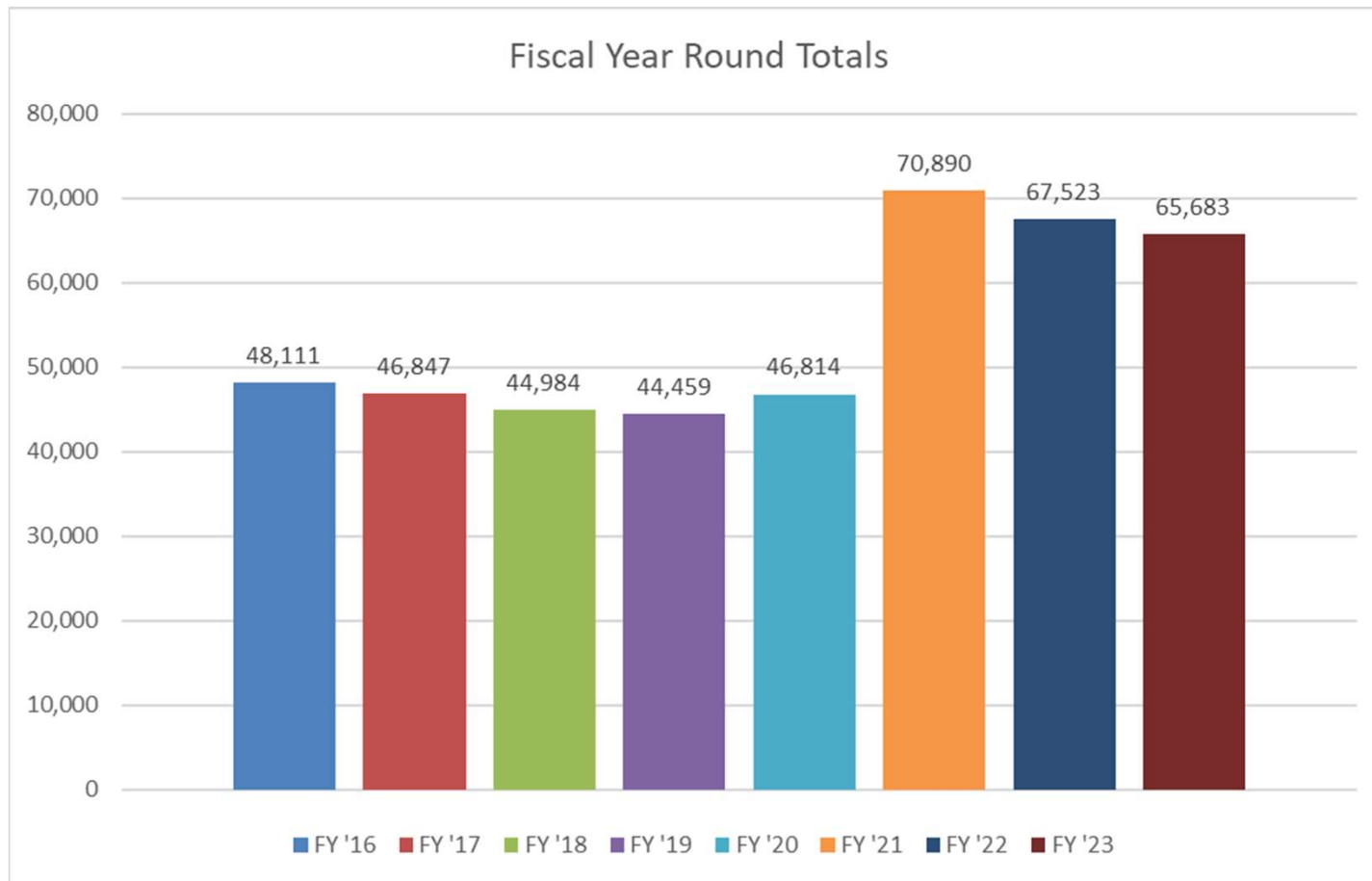
\$188,112 – Food and Beverage

\$110,445 – Event Center Rentals

(Previous High - \$88,277 Stikki) (\$37k Food and \$50k Events)

Merchandise Sold by Fiscal Year





-2.72% compared to previous year.
5,539 Less Rounds in November and March – Opened April 15th

Full Time Instructor Community Engagement Golf Professional

Part Time Employee

- Teaching agreement for Eaglewood
- In charge of Teaching and Coaching.
- 100% of lesson income including indoor.
- Positive impact of quality teaching.
- Create an Eaglewood reputation as a place to learn the game of golf.



Full Time Instructor Community Engagement Golf Professional

Timeline:

PGA Job Posting Opening – October 31st

PGA Job Posting Closure – November 26th

Interviews – First 2 weeks of December

Hire Date – February 2024

Allows time for their input, organization and scheduling of the year for lessons, camps, groups and other instruction.

What quality of applicant are we looking to bring in? Top Tier!

\$60,000 in Lesson Revenue

20% Lesson Share with Facility

= \$48,000 instructor.

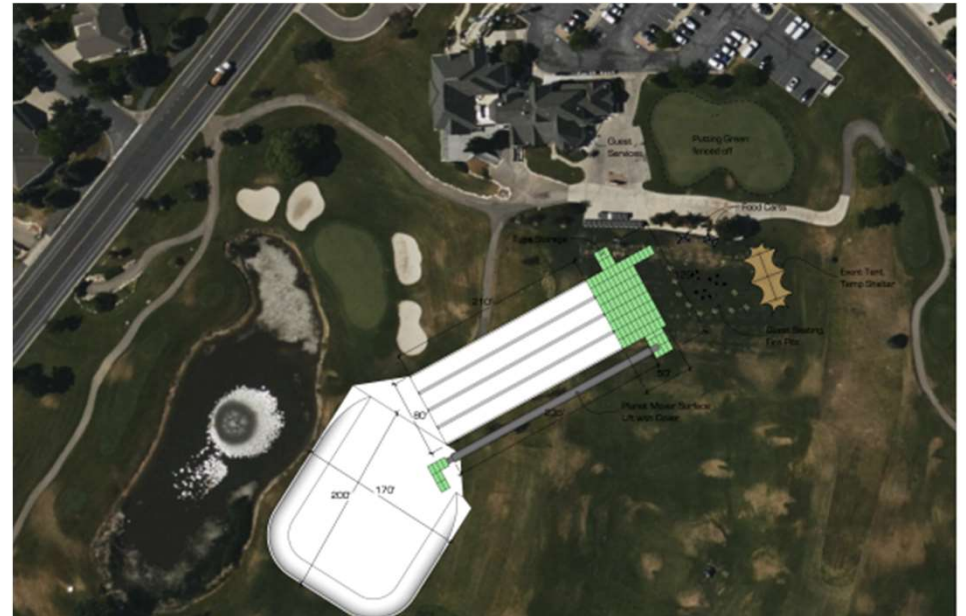
This position needs to be attractive and limitless for us to attract a good quality candidate.

Gateway Parks

- Attendance Fee

Gateway Parks shall pay to the city an annual (“Concessions Fee”) of five percent (5%) of gross annual revenue from snow tubing ticket sales. The parties shall negotiate the Concessions Fee for each and every renewal term thereafter.

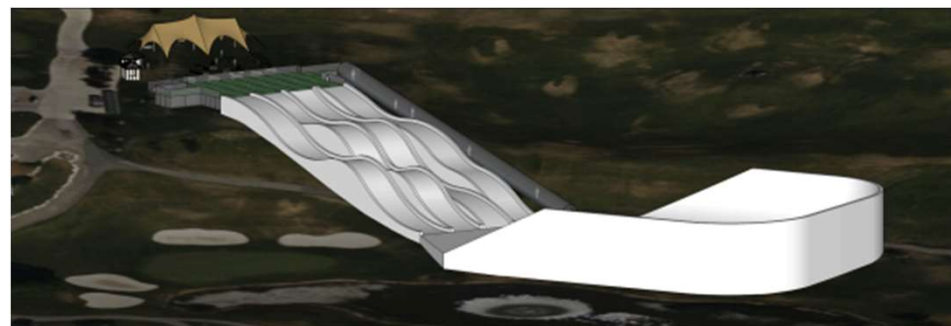
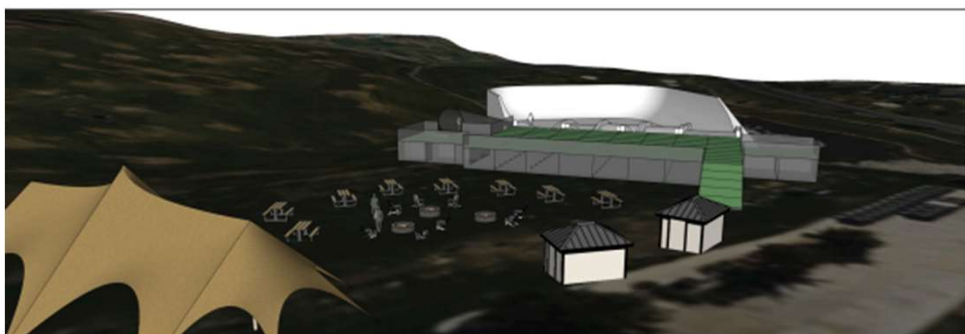
Further discussion on F&B operations, power and water access to move forward.





Attendance Fee Structure

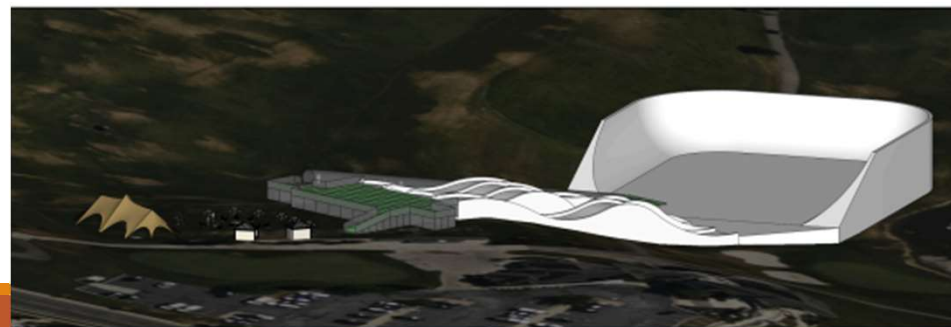
Week Day		Weekend/Holidays	
9am to 10:30am	\$20	9am to 10:30am	\$25
10:45am to 12:15pm	\$23	10:45am to 12:15pm	\$27
12:30pm to 2:00pm	\$25	12:30pm to 2:00pm	\$30
2:15pm to 3:45pm	\$25	2:15pm to 3:45pm	\$30
4:00pm to 5:45pm	\$25	4:00pm to 5:45pm	\$30
5:45pm to 7:15pm	\$23	5:45pm to 7:15pm	\$27
7:30pm to 9:00pm	\$20	7:30pm to 9:00pm	\$25
Season Pass		\$189	



FIVE-YEAR OPERATING AND REVENUE PROJECTION

Projected Revenue

	Year 1	Year 2	Year 3	Year 4	Year 5
Session Tickets	40,000	57,570	63,669	66,853	73,705
Season Passes	163	163	172	180	189



Golf Simulator Expansion Cost

On Course Restrooms

Demo	\$	7,500.00	
Electrical	\$	4,000.00	Install 30 Amp Circuit for Dryer
HVAC	\$	5,000.00	Overhead Ducting and Duct for Dryer
Plumbing	\$	3,500.00	Remove Bathroom lines and sewer.
Drywall	\$	4,500.00	Drywall Ceiling and touch up space.
Paint	\$	1,500.00	Paint Walls White and Ceiling Black
Flooring	\$	4,000.00	Finished Concrete.
Furniture	\$	3,000.00	Couch, TV's and others
A/V Equipment	\$	2,500.00	TV and Mounting Hardware
Bathroom Fixtures	\$	3,500.00	Adding Drinking Fountain
Putt View System	\$	32,000.00	Putt View System on Putting Green

Subtotal	\$	71,000.00
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Subtotal w/ out Putt View	\$	39,000.00
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Native Grass – Neighboring Areas

- Golf Course Bond (2021 Project)

Approved the purchase and implementation of new irrigation controllers (\$150,000) and Part Head Ancillary Area Alteration (\$40,000).

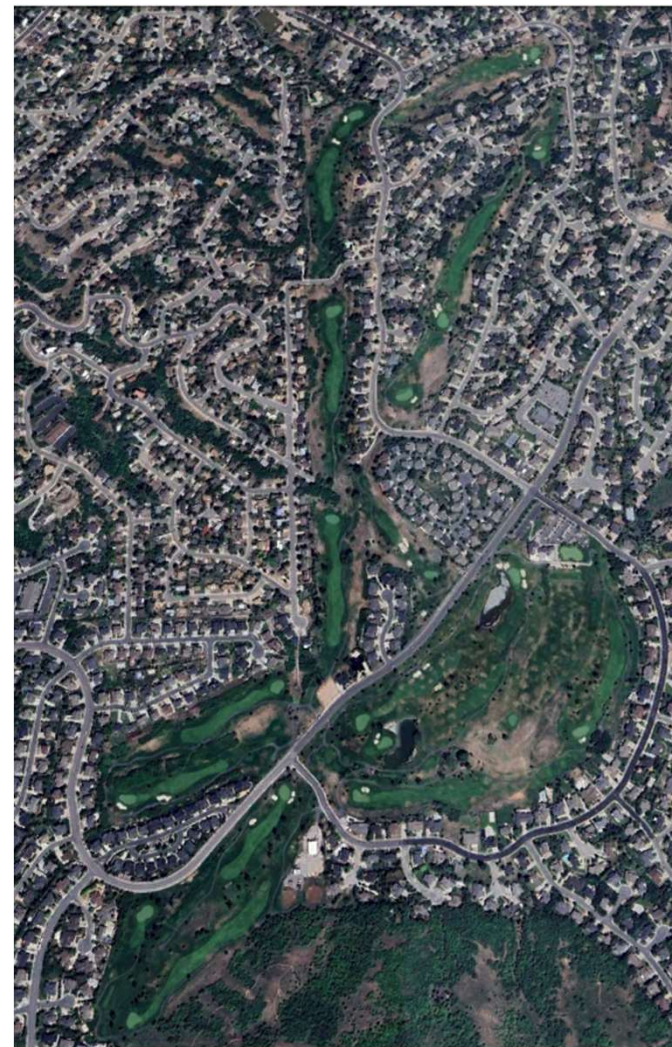
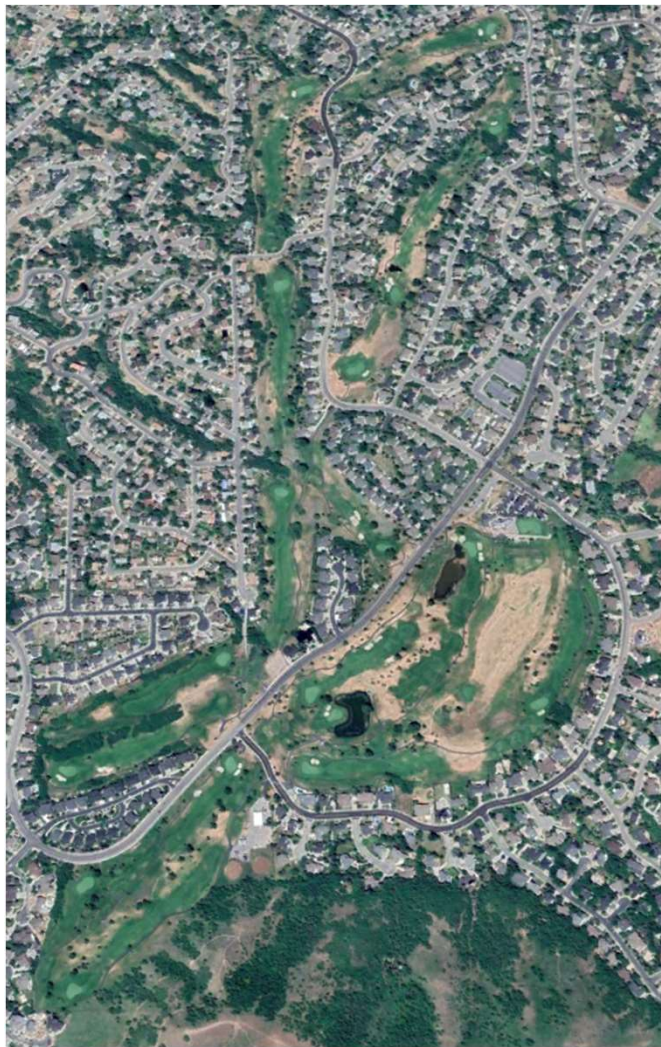
- Reduce the amount of areas being mowed and water in and around areas of the golf course that were not in play.
- The re-introduction of native grass areas in many areas. The golf course planting schedule, in 1994, called for different types of grasses in those areas. (It can still be identified today)

- 2022 Water Reduction

- Brought in an extreme case of water savings. Exaggerated the attempt to reduce the amount of water savings intended.

- 2023 Continued Water Restriction and Native Grass Implementation.

- Saving on Water.
- Savings on Equipment Use.
- Savings on Employee Hours.
- Relief mow along property lines, sidewalks and cart paths all year to create a border.



Questions or Comments?

